

and a storage medium K3. Although only a single product supplier terminal 30 is shown in Figure 1, a plurality of product supplier terminals 30 are connected to the network 40 in practice.

5 The product information sending means 31 has functions of sending and registering product information of a product sold on the network 40 to and at the order-receiving center terminal 20 via the network 40. The product information includes a specification, a standard selling price and the
10 like of the product. The standard selling price is determined by the product supplier, and the final selling price will not exceed this price.

 The price scheme sending means 32 has a function of sending a price scheme to the order-receiving terminal 20 for
15 the product registered at the order-receiving center terminal 20. The price scheme is used for determining the final selling price, delivery-date-basis base prices and an estimated price. In this example, the price scheme includes discount rates based on total order quantities and discount
20 rates based on periods to the delivery dates.

 Figure 2 is a diagram showing an example of the price scheme, including a quantity-based discount section where the discount rates are set based on the total order quantities and a period-based discount section where the discount rates
25 are set based on the periods to the delivery dates. In the case shown in Figure 2, the discount rate is 0% when the order quantity x is smaller than A1, α 1% when x is equal to or larger than A1 but smaller than A2, and α n% when x is

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larger than A_n . On the other hand, the discount rate is 0% when the period y to the delivery date is shorter than B_1 , β 1% when y is equal to or longer than B_1 but shorter than B_2 , and $\beta_n\%$ when y is longer than B_n . Here, the relationships
 5 are $A_1 < A_2 < \dots < A_n$ and $B_1 < B_2 < \dots < B_n$.

The schedule information sending means 33 has a function of sending schedule information to the order-receiving center terminal 20 for the product registered at the order-receiving center terminal 20, including (one or
 10 more) delivery dates and a closing date for order acceptance for each delivery date.

The order information receiving means 34 has a function of receiving order information including the final selling price from the order-receiving center terminal 20.

15 The storage medium K3 is a disk, a semi-conductor memory or the like, which stores a program for realizing the product supplier terminal 30 such as a personal computer as part of the selling price determining system. This program is run on the product supplier terminal 30 to control the
 20 operations by the product supplier terminal 30, thereby realizing the product information sending means 31, the price scheme sending means 32, the schedule information sending means 33 and the order information receiving means 34 on the product supplier terminal 30.

25 The buyer terminal 10 is an information processing device such as a personal computer, which is provided with a product catalogue displaying means 11, an ordering means 12, a delivery-date-basis base price menu requesting means 13, an

estimation requesting means 14, an input unit 15 such as a keyboard, a display unit 16 such as an LCD display and a storage medium K1. Although only a single buyer terminal 10 is shown in Figure 1, a plurality of buyer terminals 10 are
5 connected to the network 40 in practice.

The product catalogue displaying means 11 has functions of acquiring and displaying a product catalogue introducing a plurality of products registered by the product suppliers, from the order-receiving center terminal 20 on a
10 display screen of the display unit 16.

The delivery-date-basis base price menu requesting means 13 has a function of sending a request for a delivery-date-basis base price menu to the order-receiving center terminal 20 together with a product identifier of the product
15 specified by the user, and a function of displaying the delivery-date-basis base price menu sent from the order-receiving center terminal 20 on the display screen of the display unit 16. The delivery-date-basis base price menu is prepared for each product under the control of the order-
20 receiving center terminal 20 and includes base prices of the product for respective delivery dates.

The estimation requesting means 14 has a function of sending a request for an estimation to the order-receiving center terminal 20 together with a desired quantity and a
25 desired delivery date of the product input by the user, and a function of displaying the estimated price sent from the order-receiving center terminal 20 on the display screen of the display unit 16.